

(\$000)	Annual Plan	YTD Plan	YTD Results	\$ Variance
Revenue from Goods and Services Sold	(b) (5)		22,262	(b) (5)
General Revenue			22,262	
Export Surcharge			0	
Other Surcharges			0	
Less Acq Trng Fund Contrib.			0	
Net Revenue			22,262	
Cost of Goods and Services Sold				
General Cost of Goods			2,883	
Freight, Inbound			0	
Inventory Adjustments			0	
Credit Card Fees			0	
Total Cost of Goods and Services Sold			2,883	
Gross Margin			19,380	
FAS Operating Expenses				
Business Unit Expense			19,772	
Operating Expense			18,629	
Mgt. Expense			0	
Rent			837	
Facility Rent			0	
Office Rent			837	
Outbound Transportation and Inventory Expense			0	
Inventory Transfers			0	
Time Discounts			0	
Transportation (Outbound)			0	
Fleet Vehicle Related Expense			0	
(Profit)/Loss on Vehicle Sales			0	
Maintenance and Repair			0	
Petroleum			0	
Misc Vehicle Costs			0	
Other Cost of Operations			307	
Annual Leave Liability			387	
Bad Debt			0	
Claims/Other			(7)	
Employer Contributions to Benefits			(74)	
Depreciation & Amortization			388	
Administrative Equipment	(b) (5)		123	(b) (5)
Building & Land Modifications			26	
Operating Equipment			3	
Information Technology Software			237	
Leased Assets			0	

(\$000)	Annual Plan	YTD Plan	YTD Results	\$ Variance
Executive Direction, Planning, & Support	(b) (5)		0	(b) (5)
Executive Direction			0	
Commissioner			0	
Regional Commissioners			0	
Strategy Management			0	
Acquisition Management			0	
Customer Accounts and Research			0	
National (CO)			0	
Regional Account Mgmt			0	
National Marketing & Communication Division (NI			0	
NCSC			0	
Internal FAS IT Support			0	
FAS IT Systems			0	
System Development Capitalization Offset			0	
General Management & Administration			8,717	
Administrative Services (OAS)			962	
Chief Financial Officer (CFO)			1,092	
Centralized CFO Support			783	
FAS Financial Services (BF)			309	
FAS Financial Service Centers (FSC's)			0	
Chief Information Officer (CIO)			2,947	
Centralized CIO Support			2,947	
FAS IT Services (IQ Staffing)			0	
FAS IT Services (IQ Admin Systems)			0	
Chief People Officer (CPO)			1,690	
General Counsel (OGC)			880	
Governmentwide Policy (OGP)			117	
Other GM&A			1,029	
Total Operating Expenses			28,877	
Operating Results Before Provisions/Reserves			(9,497)	
Provisions/Reserves				
Provision for Asset Replacement			0	
Business Reserve			0	
Investment Reserve			0	
Total Provisions/Reserves			0	
Extraordinary Adjustments			0	
Prior-Year			0	
Other Adjustments			0	
Total Cost of Operations			31,760	
Net Operating Results			(\$9,497)	